

Message Text

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PAGE 01 BUDAPE 00630 020852Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 011410Z MAR 76
FM AMEMBASSY BUDAPEST
TO USDOC WASHDC
INFO SECSTATE WASHDC 5374

UNCLAS BUDAPEST 0630

FOR BLAIR THOMPSON AND JIM ROBB, BEWT

EO 11652: N/A
TAGS: BEXP HU
SUBJECT: FIRST PROGRESS REPORT -- BUDAPEST SPRING FAIR

1. FOLLOWING SUMMARIZES DUSEX ACTIVITIES FOR WEEKS ENDING
FEB 20 AND 27.

2. ALL ACTIVITIES IN GUIDANCE LIST HAVE BEEN ACCOMPLISHED
EXCEPT NEGOTIATING FREIGHT FORWARDING CONTRACT. HOWEVER,
HAVE BEEN IN TOUCH WITH BANNON EXPORT SERVICE TO DETERMINE
EXTENT TO WHICH THEY CAN SERVICE OUR NEEDS AND EXPECT
PROPOSAL DURING NEXT WEEK. HAVE APPOINTMENT TO MEET WITH
MASPED, OFFICIAL FREIGHT FORWARDER FOR BUDAPEST FAIR,
MONDAY MARCH 1.

3. CONSTRUCTION BIS HAVE BEEN LET TO: AMBROSIUS AND
SOHN, FRANKFURT, GERMANY, GLAHE INTERNATIONAL, KOELN,
GERMANY; AND INTERPUBLIC, ZAGREB, YUGOSLAVIA. RECEIVED
FOLLOWING OFFERS: AMBROSIUS \$35,790, GLAHE \$21,467,
INTERPUBLIC \$17,480. AFTER FINAL NEGOTIATIONS WITH TWO
LOW BIDDERS, WILL TELEPHONE RECOMMENDATION NO LATER
THAN MARCH 3. HOWEVER, BASED ON CURRENT INFORMATION IT
APPEARS LIKELY INTERPUBLIC WILL BE SELECTED.

4. MET WITH TWO BUDAPEST PRINTING FIRMS TO SOLICIT
PRICES FOR PRINT PACKAGE AND EXPECT THEIR OFFERS BY
MIDDLE OF NEXT WEEK. (A MARCH 1 MEETING IS SCHEDULED WITH
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THIRD PRINTER.) IF PRICES ARE COMPETITIVE AND WE

RECEIVE ASSURANCE OF ABILITY TO MEET PRINTING DEADLINES,
WILL MOST LIKELY RECOMMEND USE OF BUDAPEST PRINTERS.

5. HAVE PRESENTED DRAWINGS TO FAIR ORGANIZERS, AND
REVIEWED OUR EXHIBIT SPACE. AREA APPEARS TO BE IN
GOOD CONDITION. HAVE BEEN ASSURED WE CAN MOVE ON SITE
MAY 3, WHICH WILL PROVIDE AMPLE TIME TO EXHIBIT
INSTALLATION.

6. AMEMB HAS MADE AVAILABLE SPACE IN COMMERCIAL LIBRARY
FOR USDOC EXHIBITION TEAM. QUARTERS WILL BE SNUG BUT
WORKABLE. EMBASSY SUPPORT IS EXCELLENT AND WE LOOK
FORWARD TO GOOD WORKING RELATIONSHIP WITH COMMERCIAL
SECTION.

7. DUSEX HAS SECURED APARTMENT AT BUDAPEST XII,
ISTENHEGYI UT 70/A. TELEPHONE 166 992.

8. ACKNOWLEDGE WITH THANKS DOCUMENTATION FOR VISHAY
MICRO MEASUREMENTS, AND SET OF BROCHURES FROM VIKING
PUMP.

9. HAVE NOT HEARD FURTHER FROM COMPOUNDING INGREDCMNTS
LTD. SINCE DUSEX NOT FULLY AWARE OF CURRENT PROCUREMENT
STATUS HAVE NOT PURSUED THIS MATTER FURTHER. ON
YOUR ADVICE I WILL CONTACT MR. RAYMOND IN MANCHESTER
TO DETERMINE HIS INTEREST IN PARTICIPATION.
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